

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

March 5, 1997

RJR Account #026300
Mr. M. Auer
AUER & COMPANY

APRIL DORAL Box 100 B1G1F / PROMOTION #700447

Dear Mike:

DORAL B1G1F *pre-sleeved* product has been ordered (see quantities listed below), as well as 105 skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

B1G1F

STYLE

UPC Code

1

Full Flavor Box 100

12300-23993

1

Light Box 100

12300-23994

Product / Premium Arrival:

March 31, 1997

Ship Date to Retail:

Week of: April 7, 1997

SKU CUBE:

0.2618

SKU WT (w/o Product):

0.7600 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

2 Savings Cartons

EFT \$ Amount:

\$603.20

Non-EFT \$ Amount:

\$N/A

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V-2-

B1G1F

AUER & COMPANY

Promotion Description:

Utilize 4-Carton Shipper Display. Place 20 pre-sleeved B1G1F units each of *Doral FF Box 100* and *Doral Lt Box 100* into the 4-Carton Shipper Display.

SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$49.00 (3.5 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: S. Schwalm

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

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01/30/97 10:18

SIS - VAP SCROLL LIST

IMS904B1 PAGE: 004

WHOLESALE: 026300 AUER & COMPANY

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:

DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100

SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

| Supplier | Account | Territory | Name | Address | City | State | Chain ID | CCP | Volume |
|----------|---------|-----------|----------------------|----------------------------------|---------------|-------|------------|------|--------|
| | 172568 | 1622 01 | PARKSIDE GROCERY | ROUTE 3 | OSWEGATCHIE | NY | | A 12 | 117 |
| | 20451 | 1622 02 | STAR QUIK STOP | 807 MAIN ST | PHOENIX | NY | | A 24 | 188 |
| | 75887 | 1622 02 | HANNIBAL QUICK MART | MAIN ST | HANNIBAL | NY | | A 12 | 226 |
| | 172457 | 1622 02 | ELLSWORTH'S SUP DUPE | 60 STATE ST | PHOENIX | NY | | A 24 | 166 |
| 941278 | 172777 | 1622 02 | FREDS NEWS | 29 E UTICA ST | OSWEGO | NY | | A 12 | 100 |
| | 331113 | 1622 02 | FAMILY AUCTION CNTR | COUNTY ROUTE 57 | FULTON | NY | | A 12 | 367 |
| | 487589 | 1622 02 | LOU'S CAR CARE SERV | 7361 STATE FAIR BLVD | BALDWINVILLE | NY | | A 12 | 120 |
| | 598682 | 1622 02 | OSTRANDERS VILL MART | RT 11 & RT 104 | MAPLE VIEW | NY | | A 12 | 137 |
| | 615905 | 1622 02 | SUPER VALUE CTR | RTE. 48 | FULTON | NY | | A 12 | 100 |
| | 684885 | 1622 02 | PIT STOP #99 | 433 COUNTY ROUTE 3 | FULTON | NY | 1441-00-00 | A 12 | 145 |
| | 712143 | 1622 02 | KIM MINI MART | 2203 CT RT 1 | OSWEGO | NY | | A 12 | 100 |
| | 762323 | 1622 02 | 3 RIVER PHARMACY | 219 COUNTRY ROUTE #57 LOT-009 | PHOENIX | NY | | A 12 | 80 |
| | 269481 | 1622 03 | MODERN MARKET | 1 EAST CAYUGA STREET | MORAVIA | NY | | A 12 | 173 |
| 976142 | 269585 | 1622 03 | JOHNS GROCERY | AURORA ST | MORAVIA | NY | | A 24 | 179 |
| | 375975 | 1622 03 | PIT STOP #10 | 2080 E. SHORE DR | LANSING | NY | 1441-00-00 | A 00 | 100 |
| | 681633 | 1622 03 | PIT STOP #2 | RT. 11 & I #1 | CORTLAND | NY | 1441-00-00 | A 00 | 101 |
| | 272587 | 1622 05 | SOLVAY BIG "M" | 2902 MILTON AVE | SOLVAY | NY | | A 24 | 250 |
| | 508300 | 1622 05 | HI-BUY MARKET | 501 AVERY AVE | SYRACUSE | NY | | A 12 | 260 |
| | 561366 | 1622 05 | ABBOTT'S BIG "M" | 4916 GROELIER RD | SYRACUSE | NY | | A 12 | 105 |
| | 639477 | 1622 05 | COURTHOUSE NEWS&DELI | 400 MONTGOMERY | SYRACUSE | NY | | A 24 | 140 |
| | 660937 | 1622 05 | ROSE'S CORNER MKT | 539 COURT ST | SYRACUSE | NY | | A 12 | 100 |
| | 661036 | 1622 05 | JIMMYS SUPER SAVER | 1300 S STATE ST | SYRACUSE | NY | | A 00 | 50 |
| | 718903 | 1622 05 | PIT STOP #13 | STATE FAIR BLVD | SYRACUSE | NY | 1441-00-00 | A 00 | 101 |
| | 719909 | 1622 05 | STOP N SHOP 2 | 315 S GEODES ST | SYRACUSE | NY | | A 12 | 150 |
| | 739322 | 1622 05 | PAULS SMOKE SHOP | 300 S SALINA ST | SYRACUSE | NY | | A 24 | 540 |
| 967521 | 173044 | 1622 06 | COLLAMER STOP & SHOP | 6542 COLLAMER RD | EAST SYRACUSE | NY | | A 24 | 105 |
| | 663804 | 1622 06 | HASKELL'S HESS MART | 407 E GENESEE ST | FAYETTEVILLE | NY | 0353-01-00 | A 12 | 105 |
| | 171321 | 1626 05 | PIT STOP #1 | RTS 31 & 34 | WEEDSPORT | NY | 1441-00-00 | A 00 | 191 |
| | 172505 | 1626 05 | WEEDSPORT MARKET | 2651 ERIE DR | WEEDSPORT | NY | | A 24 | 148 |
| | 205504 | 1626 05 | PIT STOP #6 | 10 W MAIN ST | WOLCOTT | NY | 1441-00-00 | A 00 | 54 |
| | 269011 | 1626 05 | HAVEN MIDSTATE | MAIN ST | FAIR HAVEN | NY | | A 01 | 53 |
| | 269018 | 1626 05 | WATERLOO NEWS | 18 E MAIN ST | WATERLOO | NY | | A 00 | 60 |
| | 269479 | 1626 05 | OVID BIG M #878 | PO BOX 310 | OVID | NY | 0958-00-00 | A 04 | 146 |
| | 293068 | 1626 05 | PIT STOP #8 | 50 OWASCO ST | AUBURN | NY | 1441-00-00 | A 00 | 102 |
| | 315614 | 1626 05 | PIT STOP #9 | RT 38 AT RT 104 | NORTH VICTORY | NY | 1441-00-00 | A 00 | 121 |
| | 478875 | 1626 05 | PIT STOP #12 | SOUTH ST & CANADA ST | RED CREEK | NY | 1441-00-00 | A 00 | 75 |
| | 485415 | 1626 05 | DANIELLES | 104A TEACHOUT RD | STERLING | NY | | A 00 | 55 |
| | 503785 | 1626 05 | MIKE'S FOODMART | 2554 MAIN STREET | CATO | NY | | A 24 | 131 |
| | 508328 | 1626 05 | PIT STOP #07 | 608 E UNION ST | NEWARK | NY | 1441-00-00 | A 00 | 145 |
| | 542147 | 1626 05 | LARKIN GROCERY | 5021 RTE 34 | AUBURN | NY | | A 00 | 20 |
| | 570591 | 1626 05 | ED & JEANS MARKET | 95 ROCHESTER ST | PORT BYRON | NY | | A 24 | 420 |
| | 582953 | 1626 05 | DOUGS MARKET | 20 ANNA STREET | AUBURN | NY | | A 00 | 30 |
| | 637160 | 1626 05 | HAPPY LANDING | STATE ROUTE 96 | INTERLAKEN | NY | | A 04 | 78 |
| | 681636 | 1626 05 | PIT STOP #11 | 14 EXCHANGE ST | GENEVA | NY | 1441-00-00 | A 00 | 99 |
| | 762965 | 1626 05 | D & L TRUCK STOP | 76 OWASCO ST | AUBURN | NY | | A 00 | 40 |
| | 818622 | 1626 05 | PIT STOP #4 | RT 34 SOUTH ST RD | FLEMING | NY | 1441-00-00 | A 00 | 75 |
| | 917648 | 1626 05 | PIT STOP #5 | RT 414, MAIN STREET | NORTH ROSE | NY | 1441-00-00 | A 00 | 94 |
| | 917660 | 1626 05 | PIT STOP #3 | 8463 BAY ST | SODUS POINT | NY | 1441-00-00 | A 00 | 130 |

48

6.4

96 Displays

51862 2967

51862 2968

/GHCP16RM1610XX TEMPORARY PAYMENT DETAIL REPORT

04/15/97

ACCOUNT NUMBER: 026300
 VOUCHER NUMBER: 15350113
 DATE WRITTEN: 04/15/97
 STATUS: PAID
 AMOUNT PAID: 49.00
 AVER & COMPANY
 571 W BRIGHTON AVE
 SYRACUSE, NY 13205
 SEND CHECK TO: ROU

| DESCRIPTION | UNITS | AMOUNT |
|------------------|-------|--------|
| '97 VAP PK & SHP | 3.50 | 49.00 |

EXPLANATION: DORAL BOX BIGLE/#700447/SS